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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, October 6, 2011 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	11/09/2011

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson
Doug Doyle, Kent County, Professional Member, Vice Chairperson
Tom Burns, Kent County, Professional Member (9:43 a.m. to 11:52 a.m.)
Dee Hake DeMolen, Kent County, Professional Member
Donna Klimowicz, New Castle County, Professional Member
John Tarburton, Sussex County, Public Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Danielle Benson, New Castle County, Professional Member
Karen Hamilton, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

TracyLee Elmore, SCAOR
Regina Lundeen, DAR
Linda Merry, NCCBOR

CALL TO ORDER

Mr. Riale called the meeting to order at 9:43 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Woerner, seconded by Ms. DeMolen, to approve the September 1, 2011 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Revise Draft of Proposed Protocol for Negative Course Evaluations

The Committee reviewed the revised draft of the proposed protocol for negative course evaluations and made grammatical changes. Ms. Woerner made a motion, seconded by Mr. Burns to send the proposed protocol to the Commission for final review after Ms. Williams makes the changes. Motion unanimously carried.

Review Proposed Questions for Course Evaluations

The Committee reviewed the proposed questions for course evaluations that Ms. Williams prepared. Ms. Woerner and Ms. DeMolen volunteered to create a draft for the course evaluations. The draft will be reviewed during the November Committee meeting.

Review Proposed Changes to Instructor Applications

Ms. Williams circulated copies of the proposed instructor applications with the previously suggested changes. The Committee reviewed the applications. Mr. Doyle made a motion, seconded by Mr. Burns, to make changes to the following questions on the instructor applications: question 12, question 14, and striking questions 15 and 17. Motion unanimously carried.

Continued Discussion Regarding Inactive Licensees & Online Courses

Mr. Burns informed the Committee that during the lunch that was held after the Annual Seminar, he had the opportunity to discuss online courses with some of the Commissioners. Mr. Burns believes that online courses should be accepted, excluding webinars, and the courses should have a quiz or a test at the end. Ms. Williams informed the Committee that they can send a letter of recommendation to the Commission to accept online courses for active and inactive licensees. The Commission is currently updating the Rules and Regulations, therefore now will be the time to send the letter. Mr. Burns made a motion, seconded by Ms. DeMolen, to send a letter of recommendation to the Commission regarding online courses. Ms. Klimowicz will draft the letter and send it to Ms. Williams for the Commission to review. Motion carried with Mr. Doyle opposed.

Continued Discussion Regarding Correspondence Received from Denise Tatman, DAR

This item has been tabled until the revised Rules and Regulations are in place.

Continued Discussion Regarding Revising the Pre-Licensing Course

Mr. Riale informed the Committee that he contacted a small number of course providers, as well as instructors, and asked for their input regarding the law portion of the pre-licensing course. Mr. Riale received comments from Ms. Sheer with her input regarding the pre-licensing course and overall feels as though the hours could be increased. The Committee reviewed the correspondence from Ms. Sheer. Mr. Riale stated that the decrease in hours for the principles and practices portion that was previously proposed by Ms. Kalvinsky, can be applied to the law portion of the course.

Mr. Tarburton informed the Committee that there is not a Delaware specific workbook that can be used for the law portion of the exam. The Committee discussed the fact of implementing the use of the primer, which has been used in the past. Mr. Tarburton stated that any workbook used would need to be constantly updated by an attorney.

The Committee discussed the total number of hours of the pre-licensing course and came to a consensus that the course should remain at 99 hours. Mr. Riale informed the Committee that a final draft of the pre-licensing course will be circulated during the November Committee meeting and would include Ms. Kalvinsky's proposed changes.

Review Previously Tabled Course Provider Applications

Ms. Williams informed the Board that Ms. DeMolen submitted correspondence on behalf of the Central Delaware Real Estate Academy, LLC, requesting reconsideration of the previously tabled application for the DREC Property Management Course. The outline that was submitted with the application was approved by the Commission and retrieved from the Commission's website. Mr. Burns made a motion, seconded by Mr. Tarburton, to approve the course titled "DREC Property Management Course" for 6 hours. Motion unanimously carried.

The Committee reviewed the previously tabled application from Coldwell Banker Residential Brokerage for the Delaware Real Estate Pre-Licensing Course. The application was initially tabled due to errors in the outline. Ms. Williams informed the Committee that Coldwell Banker Residential Brokerage submitted a corrected outline for the 99 hour pre-licensing course, which was retrieved from the Commission's website. Ms. DeMolen made a motion, seconded by Ms. Klimowicz, to approve the course. Motion unanimously carried.

The Committee reviewed the previously tabled application from Omega Real Estate School for the Broker's Core Course. The application was initially tabled due to errors in the outline. Ms. Williams informed the Committee that the Omega Real Estate School submitted a corrected outline for the core course, which was retrieved from the Commission's website. Ms. DeMolen made a motion, seconded by Ms. Klimowicz, to approve the course. Motion unanimously carried.

Ms. Williams informed the Committee that there was an error with an application that was tabled during the September meeting. Kent County Association of Realtors submitted a course titled "Getting, Enforcing and Collecting on Judgments for Debt". The course was inadvertently put on the agenda for review, as it was approved during the August meeting. Mr. Tarburton made a motion, seconded by Ms. DeMolen, to withdraw the motion to table the application. Motion unanimously carried.

Update from the Commission – Mr. Riale

Mr. Riale informed the Committee that the Commission would like for them to conduct research regarding reciprocity in Maryland for CE's. Ms. Klimowicz will contact a member of the Commission in Maryland to obtain information regarding Maryland's policy for continuing education.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Ms. Woerner, seconded by Mr. Tarburton, to accept the letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Ms. DeMolen, seconded by Ms. Klimowicz, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

<u>Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance</u>		
Course Title:	Tax Free Income for Life with Real Estate and Your 401k	Approved for 3 Hours
Credit Hours:	3.0	
Course Title:	Cost Segregation	Approved
Credit Hours:	3.0	

Course Title: Supply and Demand in a Recovering Market **Approved for 3 Hours**
Credit Hours: 3.0

Course Title: Tax Issues in Commercial Real Estate Investments **Approved for 3 Hours**
Credit Hours: 3.0

Course Provider: Association of Realtors School

Course Title: Real Estate Sales **Approved**
Credit Hours: 26.0

Course Provider: The Frederick Academy of Real Estate

Course Title: Charitable Giving Through Donations of Real Estate **Approved**
Credit Hours: 3.0

Course Title: Real Estate Investment Fundamentals **Approved**
Credit Hours: 3.0

Course Title: Real Estate Hot Buttons and Issues **Approved**
Credit Hours: 3.0

Course Provider: Delaware School of Real Estate

Course Title: Hot Topics in Real Estate **Approved**
Credit Hours: 3.0

Course Title: RISMedia's Social Media Marketing Certification Course **Approved**
Credit Hours: 6.0

Course Provider: New Castle Board of Realtors

Course Title: Understanding the Delaware Uniform Common Interest Ownership Act
Approved
Credit Hours: 3.0

Course Title: Legislative Issues **Approved**
Credit Hours: 3.0

Course Provider: McKissock, LP

Course Title: Property Pricing and CMAs **Approved**
Credit Hours: 3.0

Course Provider: Polley Associates Real Estate Education

Course Title: Real Estate Marketing Reboot: Innovate> Relate> Differentiate
Approved
Credit Hours: 7.0

Course Provider: Century 21 Gold Key Realty

Course Title: Salesperson Core Course **Approved**
Credit Hours: 3.0

Course Title: Working with Today's Sellers **Approved**
Credit Hours: 3.0

Course Title: Working with Today's Buyers **Approved**
Credit Hours: 3.0

Course Provider: Sussex County Association of Realtors

Course Title: Commercial Real Estate & Social Media **Approved**
Credit Hours: 3.0

Course Provider: The CE Shop

Course Title: Accredited Staging Professional **Approved**
Credit Hours: 6.0

Review of Instructor Applications

A motion was made by Mr. Tarburton, seconded by Ms. Woerner, to recommend to the Real Estate Commission approval, denial or tabling of the following items as noted below. Motion unanimously carried.

Susan Davis **Approved**

Continuing Education: Professional Enhancement: Property Pricing and CMAs

Albert Hughes **Approved**

Continuing Education: Professional Enhancement: Supply and Demand in a Recovering Market

Patricia Moyer **Approved**

Continuing Education: Professional Enhancement: Green 100, Green 200, Green 300, Short Sales & Foreclosures, Seller Representative Specialist, Generation Buy, E-Buyer, Ethics, ABR, SRES

Dominic Cardone **Approved**

Continuing Education: Professional Enhancement: Green 100, 200 & 300 Designations, Ethics, RE Marketing Reboot, Agency, Short Sales & Foreclosures, Generation Buy, E-Buyer, Standard Forms

Francis McCann Jr. **Approved**

Continuing Education: Professional Enhancement: Ethics/Professional Standards, Valuation, Comparative Market Analysis, Investment Analysis of Real Estate

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage, Real Estate Documents, Valuing Real Property, Financing, Ethics, Real Estate Investment, Mathematics

William Ferreri **Approved**

Continuing Education: Legislative Update, Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Course

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage, Real Estate Documents, Valuing Real Property, Financing, Ethics, Legal & Governmental Aspects of Real Estate, Real Estate Investment, Mathematics

Michael Selvaggio **Approved**

Continuing Education: Professional Enhancement: GRI 401: Becoming Techno Savvy, Silver Bullet Solutions, Ninja Selling

Pre-Licensing Course: Real Estate Sales

Michael Perry **Approved**

Continuing Education: Professional Enhancement: Agency Relationships, Property Management, ABR, GRI Series, SRES, Relocation Sales, RE Finance Today, RE Sales, RE Investment, Mortgage Fraud

Joseph Sheehan **Approved**

Continuing Education: Professional Enhancement: Agency Relationships, Representing the Client and Respecting Agency Relationships, Social Media, EPRO, Technology in Real Estate

Doug Devitre **Approved**

Continuing Education: Professional Enhancement: Commercial Real Estate & Social Media

Carl Fischer **Approved**

Continuing Education: Professional Enhancement: Tax Free Income for Life with Real Estate and Your 401 Account

Broker's Course: Real Estate Investment

William Patterson **Approved**

Continuing Education: Professional Enhancement: Real Estate Investment, Tenants-in-Common Investment Basics Course, Charitable Donations of Real Estate

Broker's Course: Real Estate Investment

George "Gee" Dunsten **Approved**

Continuing Education: Professional Enhancement: Social Media Marketing

Lester Albright **Approved**

Pre-Licensing: Orientation, Real Estate Mathematics

Broker's Course: Mathematics

Joseph Pluscht **Approved**

Continuing Education: Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Course, Professional Enhancement: Agent Etiquette, NAR Code of Ethics

Pre-Licensing: Orientation, Real Estate Sales, Real Estate Mathematics

Discussion Regarding the Instruction of the Pending Train the Trainer Course (Core Module Training)

Mr. Riale informed the Committee that errors need to be corrected for the Train the Trainer Course, and the course will be sent to the Commission for their final review.

Correspondence

Review Correspondence from TracyLee Elmore Regarding Changes to Education Requirements

The Committee reviewed Ms. Elmore's questions regarding the proposed changes to the educational

requirements. Ms. Elmore expressed her concerns for the course providers and the limited amount of time they will have to prepare for the changes. Ms. Elmore was present and the Committee addressed her concerns and answered her questions regarding the changes.

Other Business Before the Committee (for discussion only)

Ms. Williams reminded the Committee that if anyone contacts them outside of the Committee meetings with questions regarding applications, policies, or processes to direct them to the Commission's office.

Public Comment

Ms. Elmore addressed the Committee with her concerns and questions regarding the upcoming changes to the education requirements. She was particularly interested as to when course providers will be able to submit the new modules for approval. Mr. Riale informed her that the providers can begin submitting applications for course approval after the public hearing in March.

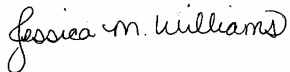
Next Scheduled Meeting

The next meeting will be held on Thursday, November 3, 2011 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. DeMolen made a motion, seconded by Mr. Doyle, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 12:30 p.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II